

Survey of Business Leaders in Ohio
**Ohio Chamber of Commerce Research
 Foundation’s “Pulse of Ohio’s Economy” Survey**
 Topline Summary Report – Third Quarter, 2017

Q2. Thinking now about the overall economic climate here in Ohio, would you say the economic climate is excellent, good, only fair, or poor?

STATE OF ECONOMY

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	EXCELLENT	29	7.2	7.2	7.2
	GOOD	252	62.5	62.5	69.7
	ONLY FAIR	95	23.6	23.6	93.3
	POOR	16	4.0	4.0	97.3
	NOT SURE	11	2.7	2.7	100.0
	Total	403	100.0	100.0	

Q3. On a scale of 1 to 10, with 1 at the lowest end of the scale and 10 at the highest, how were your company’s profits in the third quarter of 2017?

Q1 PROFITS

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	16	4.0	4.0	4.0
	2	19	4.7	4.7	8.7
	3	22	5.5	5.5	14.1
	4	43	10.7	10.7	24.8
	5	113	28.0	28.0	52.9
	6	60	14.9	14.9	67.7
	7	59	14.6	14.6	82.4
	8	46	11.4	11.4	93.8
	9	14	3.5	3.5	97.3
	10	11	2.7	2.7	100.0
	Total	403	100.0	100.0	

Q4. On a scale of 1 to 10, did **the number of workers** at your company increase, decrease, or stay about the same in the third quarter of 2017?

Q1 WORKFORCE

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	14	3.5	3.5	3.5
	2	7	1.7	1.7	5.2
	3	11	2.7	2.7	7.9
	4	25	6.2	6.2	14.1
	5	254	63.0	63.0	77.2
	6	37	9.2	9.2	86.4
	7	26	6.5	6.5	92.8
	8	10	2.5	2.5	95.3
	9	4	1.0	1.0	96.3
	10	15	3.7	3.7	100.0
	Total	403	100.0	100.0	

Q5. On a scale of 1 to 10, please describe the level of **capital expenditures (equipment, buildings, etc.)** made by your firm in the third quarter of 2017? Did your company have a large reduction in capital expenditures, a large increase, or did those expenditures remain about the same as the business quarter immediately preceding it?

Q1 CAP EX

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	39	9.7	9.7	9.7
	2	23	5.7	5.7	15.4
	3	22	5.5	5.5	20.9
	4	20	5.0	5.0	25.9
	5	183	45.4	45.5	71.4
	6	52	12.9	12.9	84.3
	7	27	6.7	6.7	91.0
	8	25	6.2	6.2	97.3
	9	3	.7	.7	98.0
	10	8	2.0	2.0	100.0
	Total	402	99.8	100.0	
Missing	System	1	.2		
	Total	403	100.0		

Q6. On a scale of 1 to 10, please indicate whether **your company's overall business expenses (materials, labor, taxes, leases, utilities, insurance, etc.)** decreased, increased, or stayed about the same in the third quarter of 2017, compared to the previous quarter:

Q1 BIZ EXPENSE

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	8	2.0	2.0	2.0
	2	8	2.0	2.0	4.0
	3	15	3.7	3.7	7.7
	4	28	6.9	7.0	14.7
	5	140	34.7	34.8	49.5
	6	93	23.1	23.1	72.6
	7	58	14.4	14.4	87.1
	8	39	9.7	9.7	96.8
	9	7	1.7	1.7	98.5
	10	6	1.5	1.5	100.0
	Total	402	99.8	100.0	
Missing	System	1	.2		
	Total	403	100.0		

For the next several questions, please think about the NEXT THREE MONTHS, considering what you **anticipate will happen for your company** in this current business quarter of 2017:

Q7. On a scale of 1 to 10, with 1 being at the lowest end of the scale and 10 being at the highest, do you **anticipate that your company's profits** will be much lower, much higher, or remain about the same in the next three months?

Q2 PROFIT OUTLOOK

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	9	2.2	2.2	2.2
	2	13	3.2	3.2	5.5
	3	22	5.5	5.5	10.9
	4	36	8.9	8.9	19.9
	5	128	31.8	31.8	51.6
	6	75	18.6	18.6	70.2
	7	63	15.6	15.6	85.9
	8	37	9.2	9.2	95.0
	9	9	2.2	2.2	97.3
	10	11	2.7	2.7	100.0
Total		403	100.0	100.0	

Q8. On a scale of 1 to 10, **do you anticipate** that the number of workers at your company will reduce, will increase, or will stay the same in the next three months?

Q2 WORKFORCE OUTLOOK

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	11	2.7	2.7	2.7
	2	1	.2	.2	3.0
	3	7	1.7	1.7	4.7
	4	19	4.7	4.7	9.4
	5	262	65.0	65.0	74.4
	6	58	14.4	14.4	88.8
	7	20	5.0	5.0	93.8
	8	11	2.7	2.7	96.5
	9	1	.2	.2	96.8
	10	13	3.2	3.2	100.0
Total		403	100.0	100.0	

Q9. On a scale of 1 to 10, **do you anticipate** that **your company's capital expenditures (equipment, buildings, etc.)** will decrease, increase, or stay about the same in the fourth quarter of 2017?

Q2 CAP EX OUTLOOK

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	46	11.4	11.4	11.4
	2	16	4.0	4.0	15.4
	3	22	5.5	5.5	20.8
	4	31	7.7	7.7	28.5
	5	167	41.4	41.4	70.0
	6	61	15.1	15.1	85.1
	7	26	6.5	6.5	91.6
	8	23	5.7	5.7	97.3
	9	4	1.0	1.0	98.3
	10	7	1.7	1.7	100.0
Total		403	100.0	100.0	

Q10. On a scale of 1 to 10, **do you anticipate** that **overall business expenses (materials, labor, taxes, leases, utilities, insurance etc.)** for your company will decrease, increase, or stay about the same in the fourth quarter of 2017?

Q2 BIZ EXPENSE OUTLOOK

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	6	1.5	1.5	1.5
	2	7	1.7	1.7	3.2
	3	21	5.2	5.2	8.4
	4	31	7.7	7.7	16.1
	5	159	39.5	39.5	55.6
	6	91	22.6	22.6	78.2
	7	52	12.9	12.9	91.1
	8	26	6.5	6.5	97.5
	9	5	1.2	1.2	98.8
	10	5	1.2	1.2	100.0
Total		403	100.0	100.0	

Q11. On a scale of 1 to 10, with 1 being at the lowest end of the scale and 10 being at the highest, overall, **how optimistic or pessimistic** would you say you are about the immediate future of your business over the course of the next three months?

Q2 OPTIMISM

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	8	2.0	2.0	2.0
	2	5	1.2	1.2	3.2
	3	9	2.2	2.2	5.5
	4	26	6.5	6.5	11.9
	5	69	17.1	17.1	29.0
	6	55	13.6	13.6	42.7
	7	77	19.1	19.1	61.8
	8	75	18.6	18.6	80.4
	9	34	8.4	8.4	88.8
	10	45	11.2	11.2	100.0
Total		403	100.0	100.0	

Q12. On a scale of 1 to 10, with 1 being not a concern at all and 10 being a very high concern – please rate each of the following issues as it currently impacts your company while doing business in Ohio:

ISSUE - FED REG

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	40	9.9	9.9	9.9
	2	27	6.7	6.7	16.6
	3	20	5.0	5.0	21.6
	4	17	4.2	4.2	25.8
	5	81	20.1	20.1	45.9
	6	38	9.4	9.4	55.3
	7	54	13.4	13.4	68.7
	8	45	11.2	11.2	79.9
	9	33	8.2	8.2	88.1
	10	48	11.9	11.9	100.0
Total		403	100.0	100.0	

ISSUE - STATE REG

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	38	9.4	9.4	9.4
	2	22	5.5	5.5	14.9
	3	27	6.7	6.7	21.6
	4	23	5.7	5.7	27.3
	5	81	20.1	20.1	47.4
	6	52	12.9	12.9	60.3
	7	59	14.6	14.6	74.9
	8	36	8.9	8.9	83.9
	9	27	6.7	6.7	90.6
	10	38	9.4	9.4	100.0
Total		403	100.0	100.0	

ISSUE - ECON UNCERTAINTY

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	15	3.7	3.7	3.7
	2	25	6.2	6.2	9.9
	3	37	9.2	9.2	19.1
	4	38	9.4	9.4	28.5
	5	71	17.6	17.6	46.2
	6	77	19.1	19.1	65.3
	7	56	13.9	13.9	79.2
	8	47	11.7	11.7	90.8
	9	18	4.5	4.5	95.3
	10	19	4.7	4.7	100.0
Total		403	100.0	100.0	

ISSUE - WORKFORCE

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	37	9.2	9.2	9.2
	2	17	4.2	4.2	13.4
	3	15	3.7	3.7	17.1
	4	23	5.7	5.7	22.8
	5	68	16.9	16.9	39.7
	6	40	9.9	9.9	49.6
	7	41	10.2	10.2	59.8
	8	60	14.9	14.9	74.7
	9	41	10.2	10.2	84.9
	10	61	15.1	15.1	100.0
Total		403	100.0	100.0	

ISSUE - ENERGY COSTS

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	43	10.7	10.7	10.7
	2	28	6.9	6.9	17.6
	3	33	8.2	8.2	25.8
	4	29	7.2	7.2	33.0
	5	70	17.4	17.4	50.4
	6	63	15.6	15.6	66.0
	7	37	9.2	9.2	75.2
	8	30	7.4	7.4	82.6
	9	15	3.7	3.7	86.4
	10	55	13.6	13.6	100.0
Total		403	100.0	100.0	

ISSUE - COMPETITION

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	45	11.2	11.2	11.2
	2	23	5.7	5.7	16.9
	3	33	8.2	8.2	25.1
	4	34	8.4	8.4	33.5
	5	78	19.4	19.4	52.9
	6	54	13.4	13.4	66.3
	7	57	14.1	14.1	80.4
	8	31	7.7	7.7	88.1
	9	21	5.2	5.2	93.3
	10	27	6.7	6.7	100.0
Total		403	100.0	100.0	

ISSUE - HEALTHCARE

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	18	4.5	4.5	4.5
	2	14	3.5	3.5	7.9
	3	18	4.5	4.5	12.4
	4	13	3.2	3.2	15.6
	5	49	12.2	12.2	27.8
	6	48	11.9	11.9	39.7
	7	62	15.4	15.4	55.1
	8	67	16.6	16.6	71.7
	9	35	8.7	8.7	80.4
	10	79	19.6	19.6	100.0
Total		403	100.0	100.0	

ISSUE - EMP. BENEFITS

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	25	6.2	6.2	6.2
	2	26	6.5	6.5	12.7
	3	22	5.5	5.5	18.1
	4	23	5.7	5.7	23.8
	5	62	15.4	15.4	39.2
	6	51	12.7	12.7	51.9
	7	52	12.9	12.9	64.8
	8	62	15.4	15.4	80.1
	9	32	7.9	7.9	88.1
	10	48	11.9	11.9	100.0
	Total	403	100.0	100.0	

ISSUE - PRODUCTIVITY

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	54	13.4	13.4	13.4
	2	20	5.0	5.0	18.4
	3	26	6.5	6.5	24.8
	4	30	7.4	7.4	32.3
	5	73	18.1	18.1	50.4
	6	50	12.4	12.4	62.8
	7	58	14.4	14.4	77.2
	8	44	10.9	10.9	88.1
	9	19	4.7	4.7	92.8
	10	29	7.2	7.2	100.0
	Total	403	100.0	100.0	

ISSUE - DATA SECURITY

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	27	6.7	6.7	6.7
	2	25	6.2	6.2	12.9
	3	33	8.2	8.2	21.1
	4	28	6.9	6.9	28.0
	5	66	16.4	16.4	44.4
	6	45	11.2	11.2	55.6
	7	49	12.2	12.2	67.7
	8	45	11.2	11.2	78.9
	9	33	8.2	8.2	87.1
	10	52	12.9	12.9	100.0
Total		403	100.0	100.0	

ISSUE - GLOBAL TRADE

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	112	27.8	27.8	27.8
	2	52	12.9	12.9	40.7
	3	45	11.2	11.2	51.9
	4	22	5.5	5.5	57.3
	5	73	18.1	18.1	75.4
	6	39	9.7	9.7	85.1
	7	27	6.7	6.7	91.8
	8	14	3.5	3.5	95.3
	9	6	1.5	1.5	96.8
	10	13	3.2	3.2	100.0
Total		403	100.0	100.0	

ISSUE - RISING WAGES

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	43	10.7	10.7	10.7
	2	34	8.4	8.4	19.1
	3	27	6.7	6.7	25.8
	4	29	7.2	7.2	33.0
	5	73	18.1	18.1	51.1
	6	52	12.9	12.9	64.0
	7	50	12.4	12.4	76.4
	8	34	8.4	8.4	84.9
	9	12	3.0	3.0	87.8
	10	49	12.2	12.2	100.0
Total		403	100.0	100.0	

ISSUE - POLITICAL ENVIRONMENT

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	34	8.4	8.4	8.4
	2	24	6.0	6.0	14.4
	3	41	10.2	10.2	24.6
	4	28	6.9	6.9	31.5
	5	91	22.6	22.6	54.1
	6	46	11.4	11.4	65.5
	7	45	11.2	11.2	76.7
	8	46	11.4	11.4	88.1
	9	23	5.7	5.7	93.8
	10	25	6.2	6.2	100.0
Total		403	100.0	100.0	

ISSUE - TECH CHANGES

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	37	9.2	9.2	9.2
	2	37	9.2	9.2	18.4
	3	50	12.4	12.4	30.8
	4	29	7.2	7.2	38.0
	5	92	22.8	22.8	60.8
	6	43	10.7	10.7	71.5
	7	37	9.2	9.2	80.6
	8	34	8.4	8.4	89.1
	9	23	5.7	5.7	94.8
	10	21	5.2	5.2	100.0
	Total	403	100.0	100.0	

ISSUE - STATE/LOCAL TAXES

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	21	5.2	5.2	5.2
	2	22	5.5	5.5	10.7
	3	29	7.2	7.2	17.9
	4	34	8.4	8.4	26.3
	5	65	16.1	16.1	42.4
	6	41	10.2	10.2	52.6
	7	52	12.9	12.9	65.5
	8	39	9.7	9.7	75.2
	9	34	8.4	8.4	83.6
	10	66	16.4	16.4	100.0
	Total	403	100.0	100.0	

Q14 – YOUR TITLE

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	CEO	50	12.4	12.4	12.4
	COO	12	3.0	3.0	15.4
	CFO	24	6.0	6.0	21.3
	OWNER	87	21.6	21.6	42.9
	EXEC. ASSISTANT	134	33.3	33.3	76.2
	OTHER EXEC	96	23.8	23.8	100.0
	Total	403	100.0	100.0	

INDUSTRY

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	AG - FISH - FOREST	10	2.5	2.5	2.5
	MINING - OIL - GAS	3	.7	.7	3.2
	UTILITIES	9	2.2	2.2	5.5
	CONSTRUCTION	36	8.9	8.9	14.4
	MANUFACTURING	57	14.1	14.1	28.5
	WHOLESALE	13	3.2	3.2	31.8
	RETAIL	42	10.4	10.4	42.2
	TRANS - WAREHOUSE	14	3.5	3.5	45.7
	INFO SERVICES	1	.2	.2	45.9
	FINANCE - INSURANCE	26	6.5	6.5	52.4
	REAL ESTATE	5	1.2	1.2	53.6
	PROFESSIONAL - TECHNICAL	31	7.7	7.7	61.3
	ADMIN, WASTE MANAGEMENT	5	1.2	1.2	62.5
	EDUCATIONAL	10	2.5	2.5	65.0
	HEALTH CARE - SOCIAL	25	6.2	6.2	71.2
	ARTS - RECREATION	7	1.7	1.7	73.0
	ACCOMODATIONS - FOOD	14	3.5	3.5	76.4
	OTHER SERVICES	90	22.3	22.3	98.8
	PUBLIC ADMIN	5	1.2	1.2	100.0
	Total	403	100.0	100.0	

GROSS REVENUE

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid LESS THAN 500K	149	37.0	37.0	37.0
500K TO 1M	53	13.2	13.2	50.1
1M TO 5M	67	16.6	16.6	66.7
6M TO 10M	26	6.5	6.5	73.2
11M TO 50M	47	11.7	11.7	84.9
51M TO 100M	20	5.0	5.0	89.8
101M TO 500M	13	3.2	3.2	93.1
501M TO 1B	5	1.2	1.2	94.3
1B +	23	5.7	5.7	100.0
Total	403	100.0	100.0	

NUMBER EMPLOYEES

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1 - 99 EMPLOYEES	339	84.1	84.1	84.1
100 TO 400 EMPLOYEES	39	9.7	9.7	93.8
401 TO 1000 EMPLOYEES	13	3.2	3.2	97.0
1001 TO 5000 EMPLOYEES	9	2.2	2.2	99.3
5001 + EMPLOYEES	3	.7	.7	100.0
Total	403	100.0	100.0	

LABOR UNIONS?

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid YES - LABOR UNION	340	84.4	84.4	84.4
NO - LABOR UNION	63	15.6	15.6	100.0
Total	403	100.0	100.0	

REGION

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	NW OHIO	45	11.2	11.2	11.2
	NE OHIO	132	32.8	32.8	43.9
	CENTRAL	115	28.5	28.5	72.5
	SW OHIO	85	21.1	21.1	93.5
	SE OHIO	26	6.5	6.5	100.0
	Total	403	100.0	100.0	